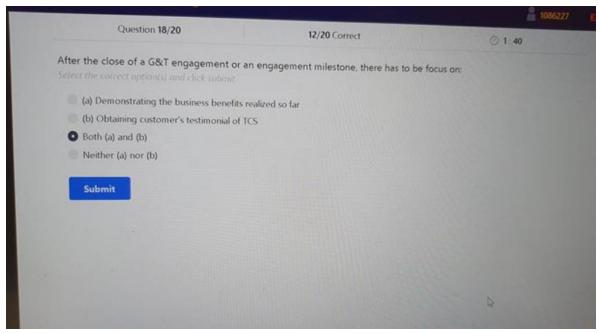
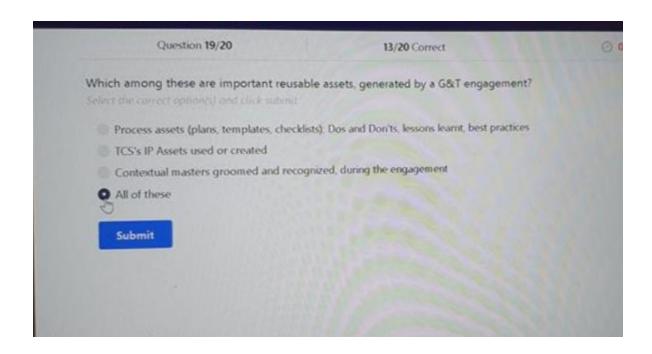
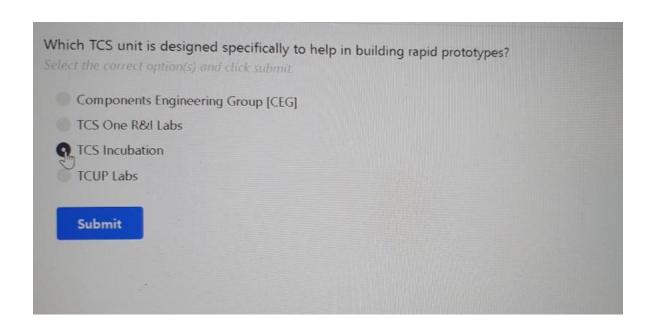
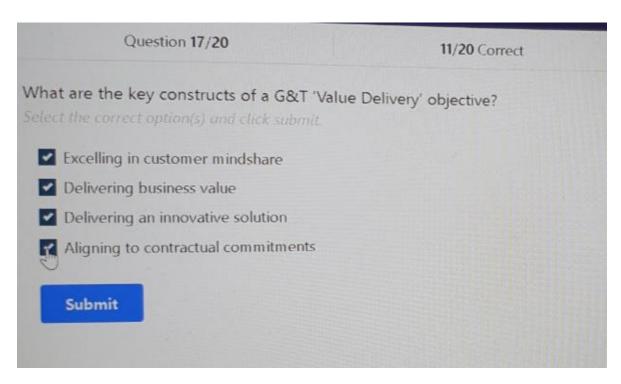
#### After the close of a G&T

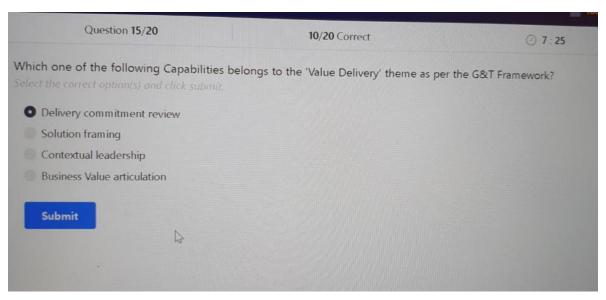


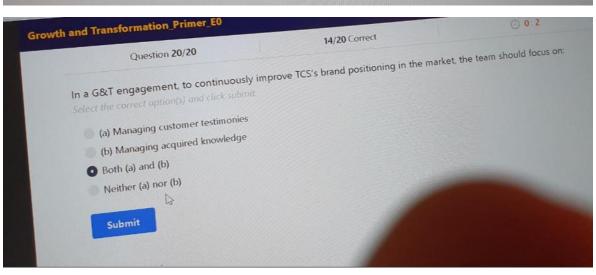
Which among these are important

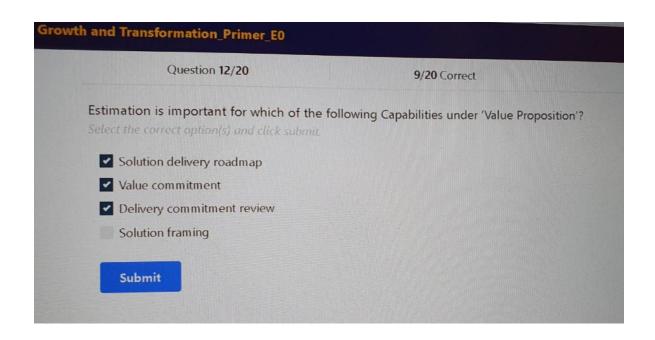


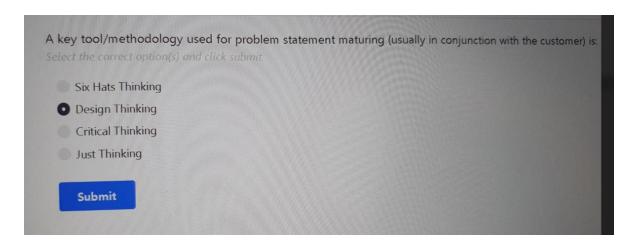


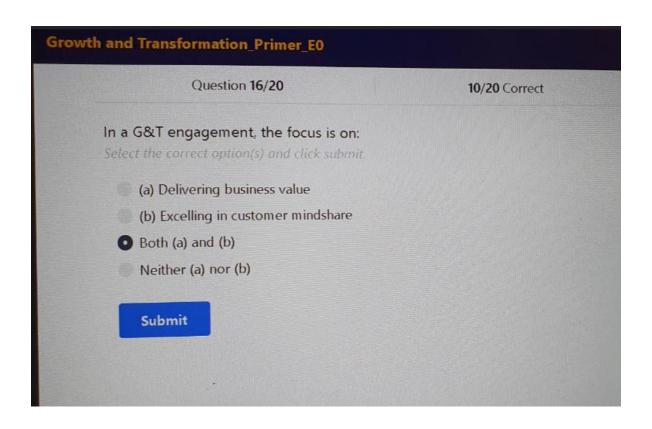


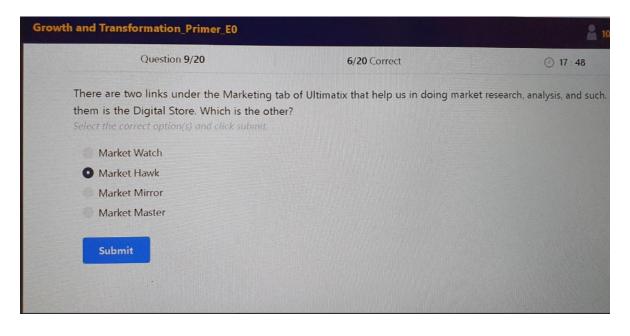




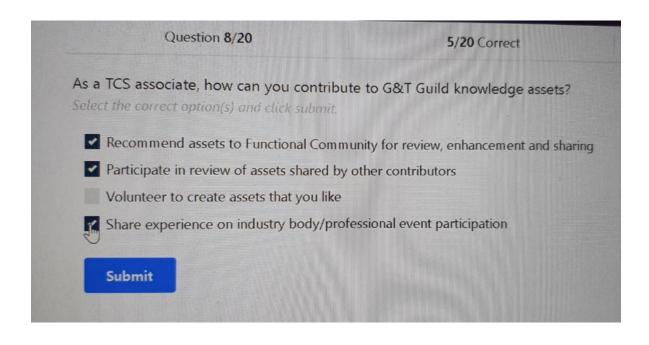


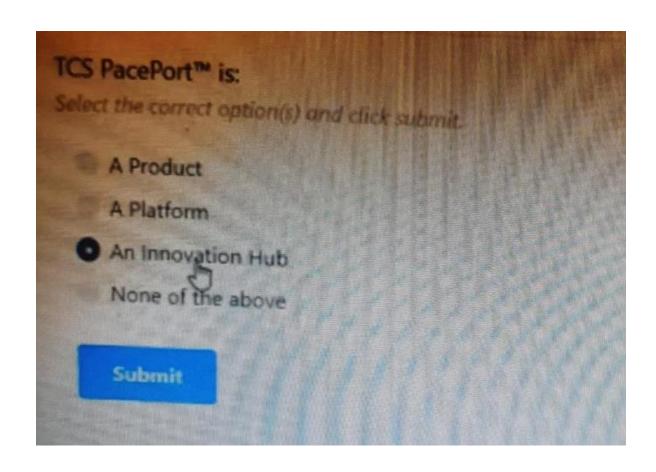


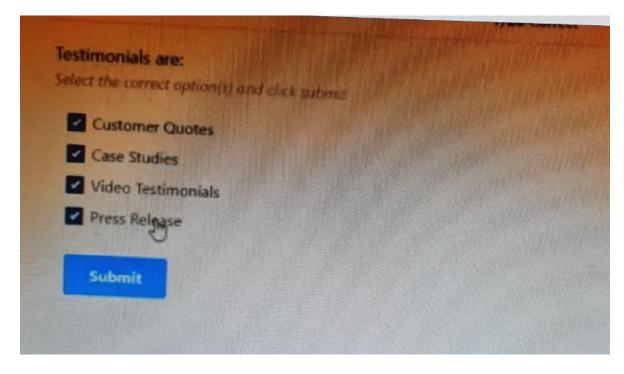


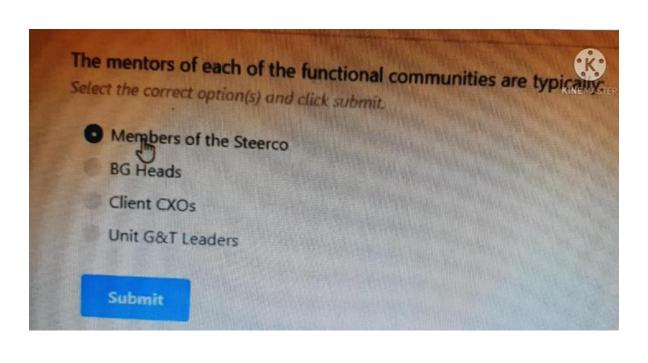


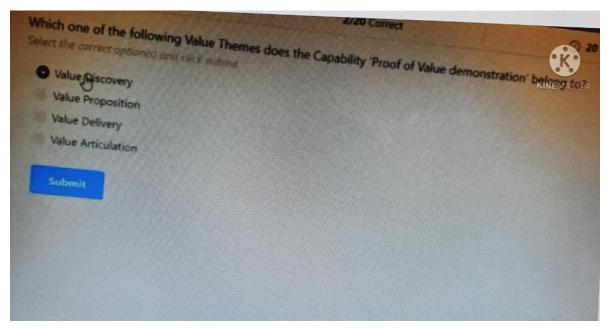
# Question 10/20 Consultative Selling refers to: Select the correct option(s) and click submit. (a) A sales technique (b) A consulting approach A combination of (a) and (b) None of the above Submit

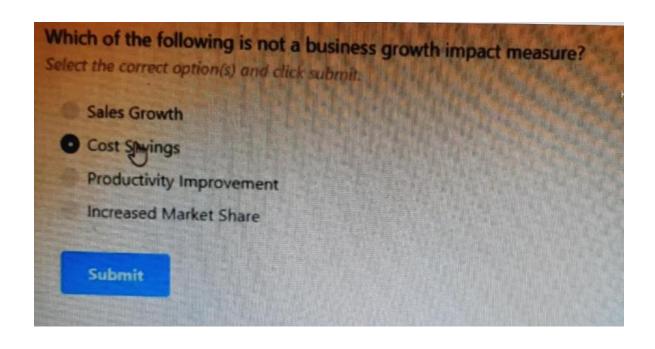


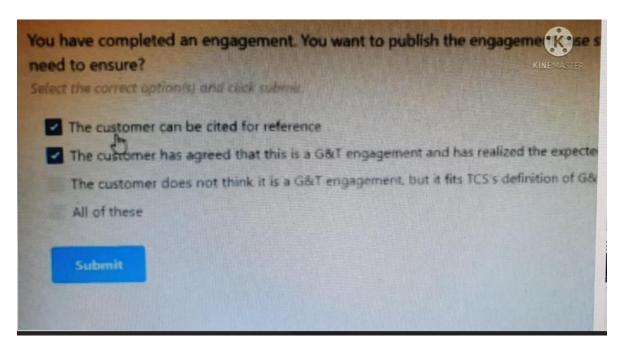


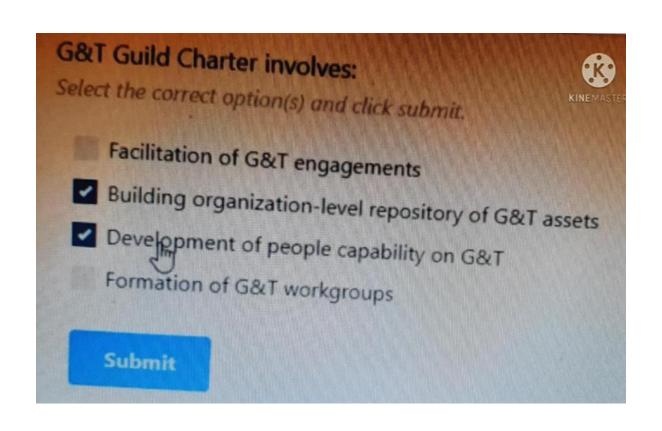


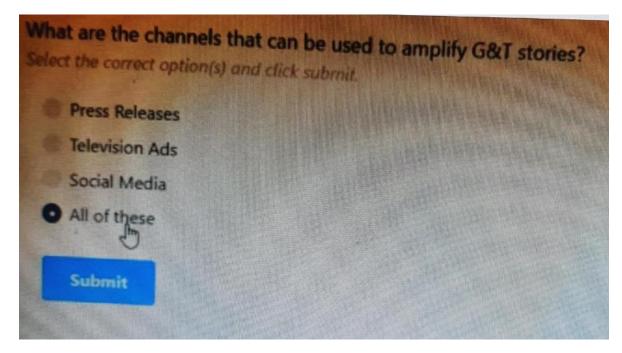


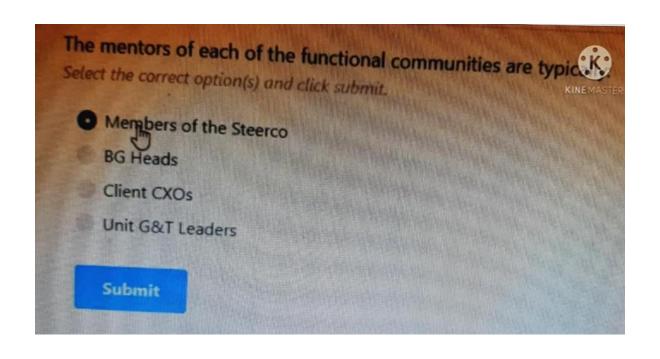


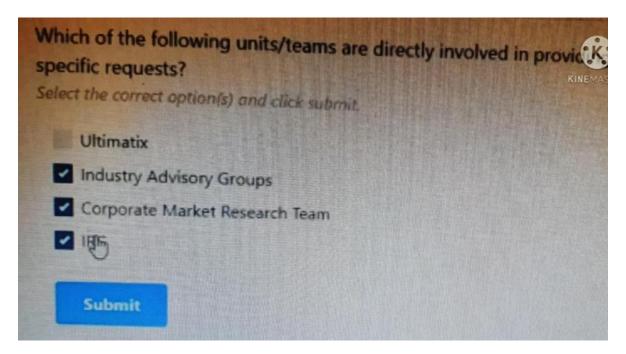


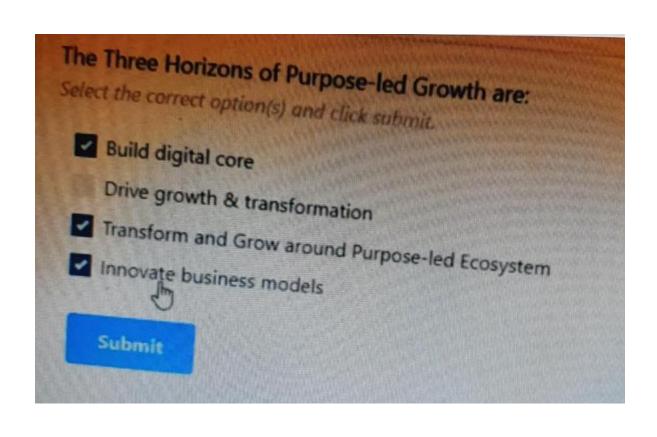


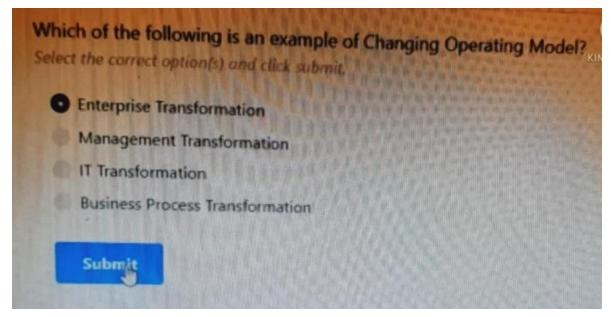


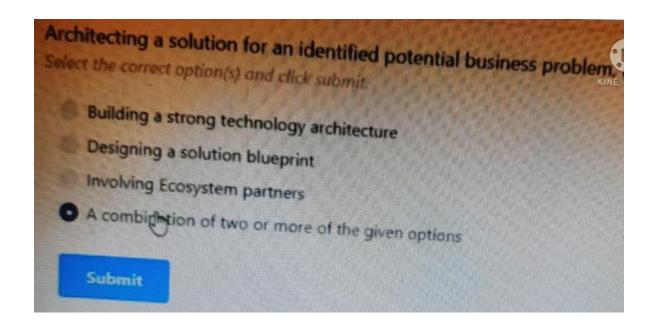


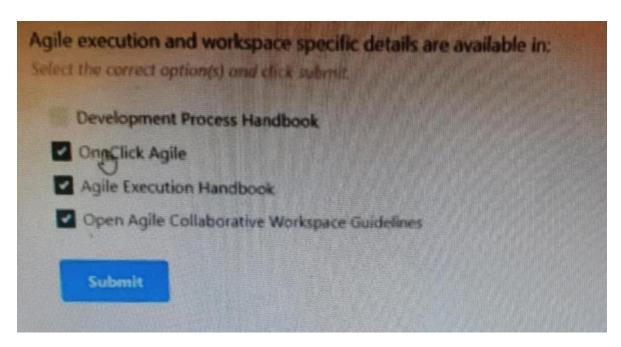


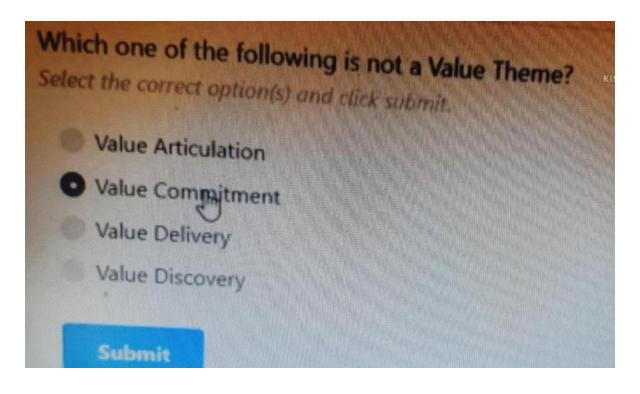


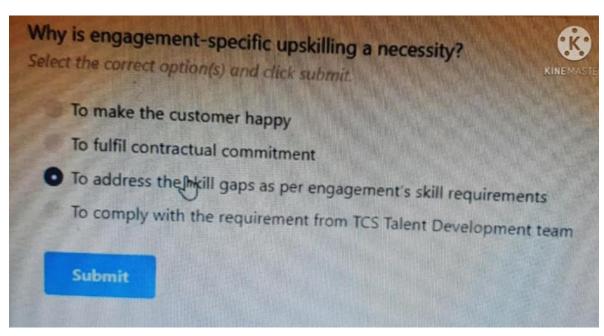


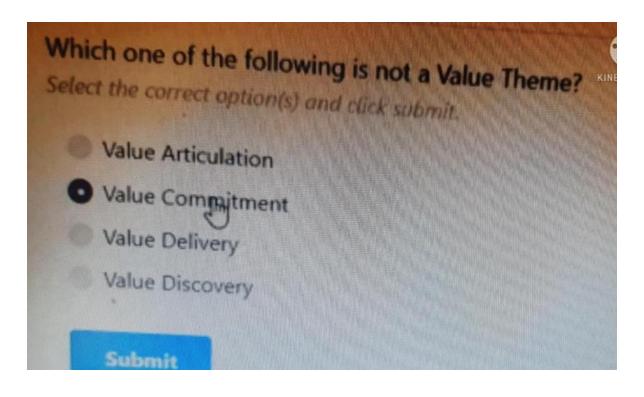


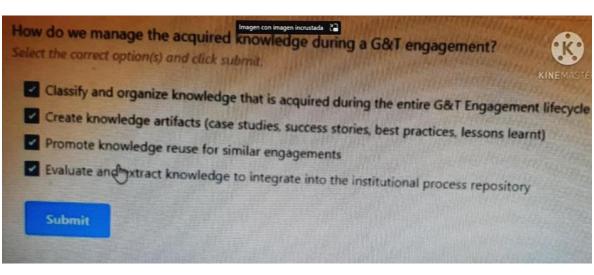


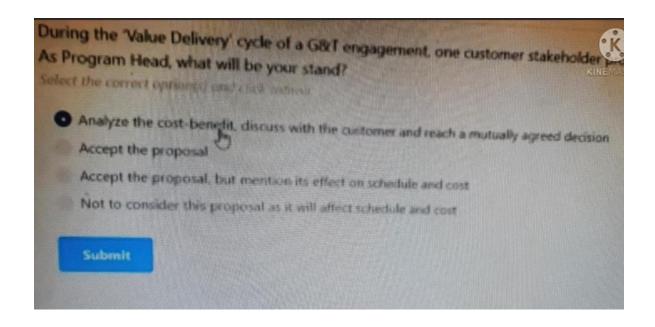


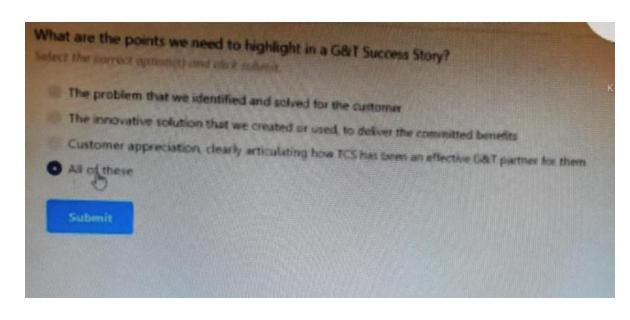


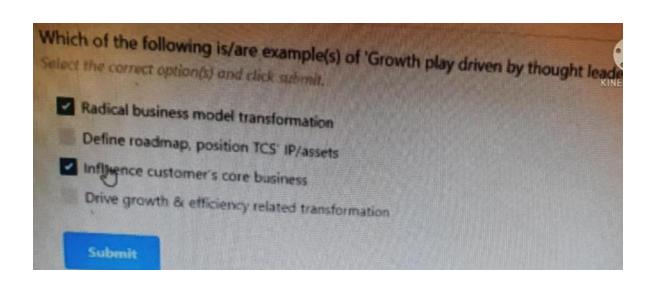


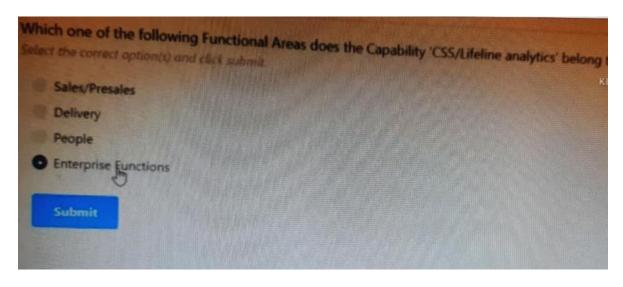






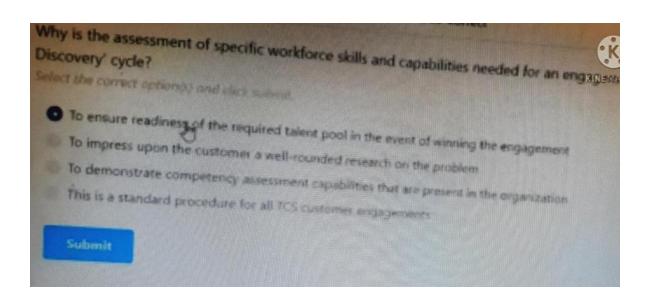


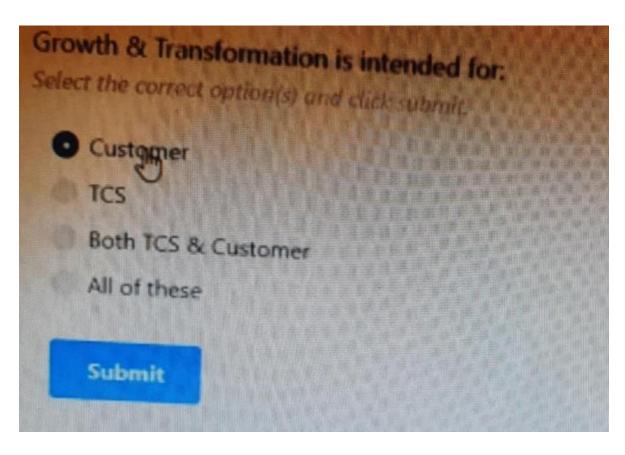


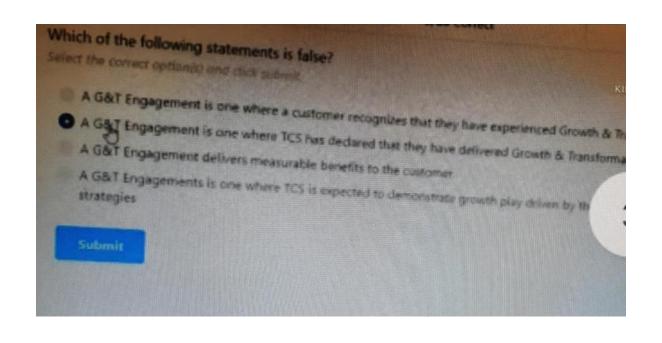


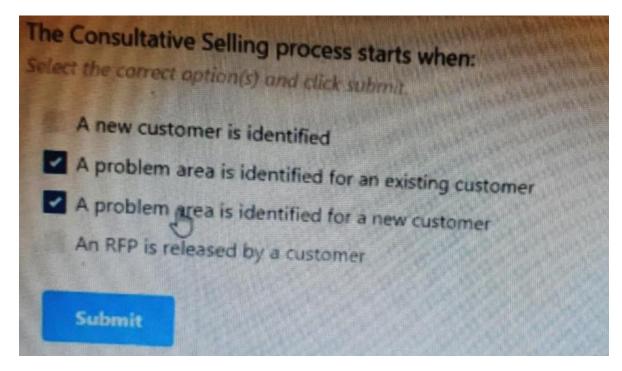
### The key discussion points during customer communication in a G80 Select the correct option(s) and click sudmit. Delivery progress and its alignment to business value commitments. Any change in business or engagement priority. TCS's points of-view in the context of engagement. Albot these Submit

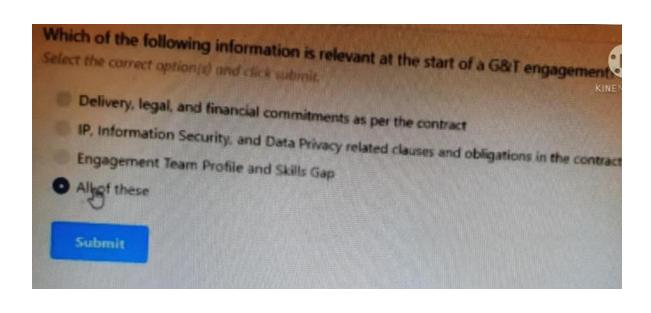
#### Which of the following are part of the Guild Functional Community objectives? It is lead/participate/enable G&T programs across value themes To strategize, plan, collect/create, and mature artifacts related to each functional area across the value deedback, and act towards coverage and maturity of artifacts To strategize and plan the growth and murturing of the talent both on scale and depth Submit

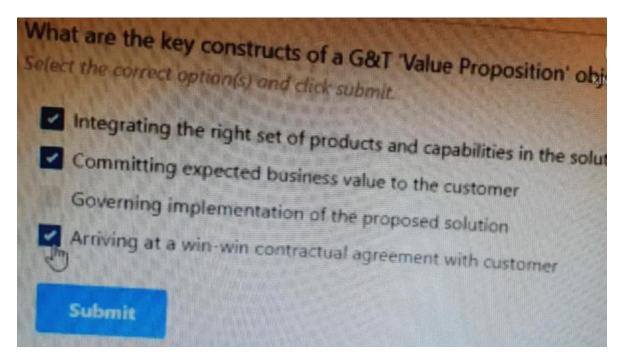


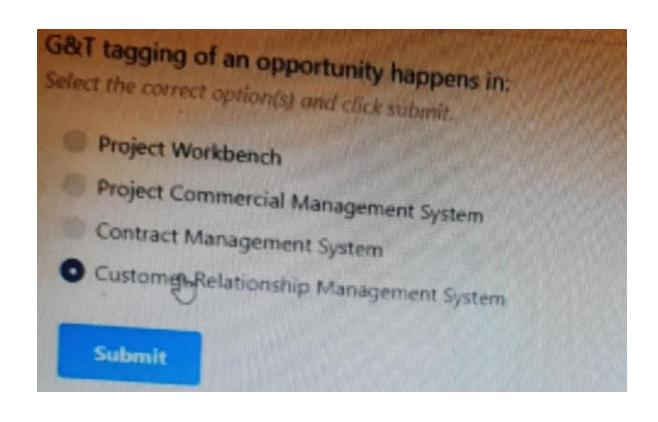


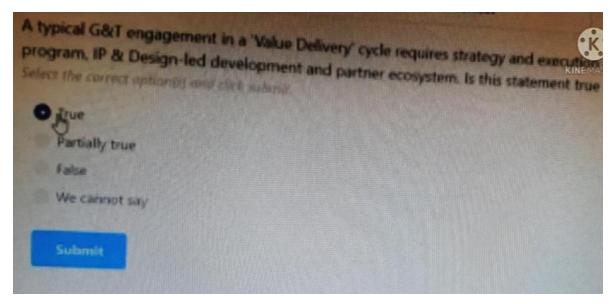












## The research regarding a customer includes: Select the correct action(s) and elect public. (a) Secondary/published data (b) Primary information gathered through networking a Both (a) and (b) Neither (a) nor (b) Submit

